

**2010**  
**Greater Kalamazoo Association of REALTORS®**  
**Monthly Cumulative Sales Report**  
**June**

	<u>2009</u>	<u>2009</u> <u>units</u>	<u>2010</u>	<u>2010</u> <u>units</u>
Residential Sales	\$181,973,078	1,488	\$237,994,003	1,868
Lots and Land	\$3,478,025	50	\$4,647,931	62
Multi-Family	\$3,101,832	39	\$3,213,744	39
Commercial, Industrial and Business Opportunity	\$4,907,800	25	\$5,577,198	22
<b>Total sales year to date</b>	<b>\$193,460,735</b>	<b>1,602</b>	<b>\$251,432,876</b>	<b>1,991</b>

<u>Year To Date</u>		
Average Residential Sale Price	\$122,294	\$127,406
Ratio Listed Price/Sale Price %	94.27%	94.89%
Median Residential Sale Price	\$100,000	\$107,750

YTD Number of Residential Listings Entered	4,522	4,566
Number of Active Residential Listings at Month End	3,200	3,085

<u>Residential Terms of Sale</u>	<u>2009 YTD</u> <u>Terms of Sale</u>	<u>2010 YTD</u> <u>Terms of Sale</u>
Cash	379	451
Conventional	883	641
FHA	350	561
FMHA	17	2
LC	31	37
MSHDA	54	2
Rural Development	0	109
VA	29	45
Other	53	20

Statistics represent properties sold in the K area.  
 Reports prior to May 2004 reflect the sales volume of our members and was not confined to a geographic area.